Category

Consulting

Trusted Advisor Collaboration with Internal Teams & Ecosystem Partners Playbook

Being a trusted advisor to the client without undermining trust in the client's own internal team or other partners

- Practitioner
- Intermediate
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- Mithun A. Sridharan

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- 4 minute(s)

Overview

A framework for collaborating effectively with a client's internal teams and other ecosystem partners while maintaining trusted advisor status — avoiding both the trap of undermining internal team credibility and the trap of being sidelined by internal or partner dynamics.

Isn't it the client's internal team's job to manage relationships

with other partners, not the consultant's? Often the consultant needs to work directly alongside internal teams and other partners as part of delivering value, which makes this a genuine skill to manage deliberately, not something to leave entirely to the client to coordinate.

What's the biggest risk in this multi-party collaboration?

Either inadvertently undermining the client's internal team's credibility (positioning yourself as the smarter outside expert at their expense) or being marginalized by internal or partner dynamics — both damage the trusted advisor relationship, just in different directions.

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Author

Mithun A. Sridharan Thought Leader

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